"Specializing in Employee Benefits" Cindy J. Garner-Craig, President

March 8, 2012

The Honorable Julius Genachowski Chairman Federal Communications Commission 445 12<sup>th</sup> Street, SW Washington, DC 20554

Dear Chairman Genachowski:

As the owner of a small business that has me working with all corners of the State of Ohio, I want to offer my support of efforts to not only expand broadband access, but to also allow for more affordable mobile broadband services. One major source of opportunity to accomplishing both of these goals is LightSquared's proposed network. On behalf of small businesses that need access in remote areas and always encouraging competition for the benefit of small businesses, I ask the FCC to strongly consider the significant public benefits that would arise from the company's wholesaling of nationwide 4G-LTE service.

The FCC's mandate to have a broadband network built quickly to ensure increased access to broadband spectrum is laudable and necessary. LightSquared's proposed network would make the most immediate impact in this area and it is critical every possible solution to the current GPS interference issues be explored so that LightSquared's network can be deployed while also protecting GPS. The demand for increased spectrum will only continue to increase.

The FCC itself concluded in 2010 that LightSquared's proposed network would provide "significant public benefits" that "will significantly outweigh any potential harms." Currently, there are only two nationwide providers of 4G-LTE services, and the combined market share for these providers in the wireless market overall is quickly approaching 80%. At a time when these larger carriers are placing caps on mobile data usage, throttling usage for tablet and smartphone users and charging higher rates, LightSquared's wholesaling of access to its mobile broadband network to retailers would change the landscape of the marketplace. LightSquared's retail partners such as Cincinnati-based Power Net Global would be able to offer their customers service on a nationwide 4G-LTE network — at a significant discount to current retail prices. The need for competitive alternatives is critical to a small business like mine.

Tel: 614-921-9100 Fax: 614-734-9392 3982 Powell Road, Suite 208 Powell, OH 43065 www.garnerinsuranceservices.com cindy@garnerinsuranceservices.com The status quo in the wireless market is costly for consumers and an impediment to economic growth. As the United States has continued to help build the infrastructure of other nations, we stand on the forefront of a very real and badly needed construction of a critical piece of infrastructure for our Nation. I urge the FCC to follow through on its conclusions that Americans would significantly benefit from this new network and identify alternative spectrum solutions to the GPS issue. The real losers from the FCC's denying such an infrastructure would be the American consumers themselves.

Thank you for your consideration.

Respectfully,

Cindy J. Garner-Craig, President